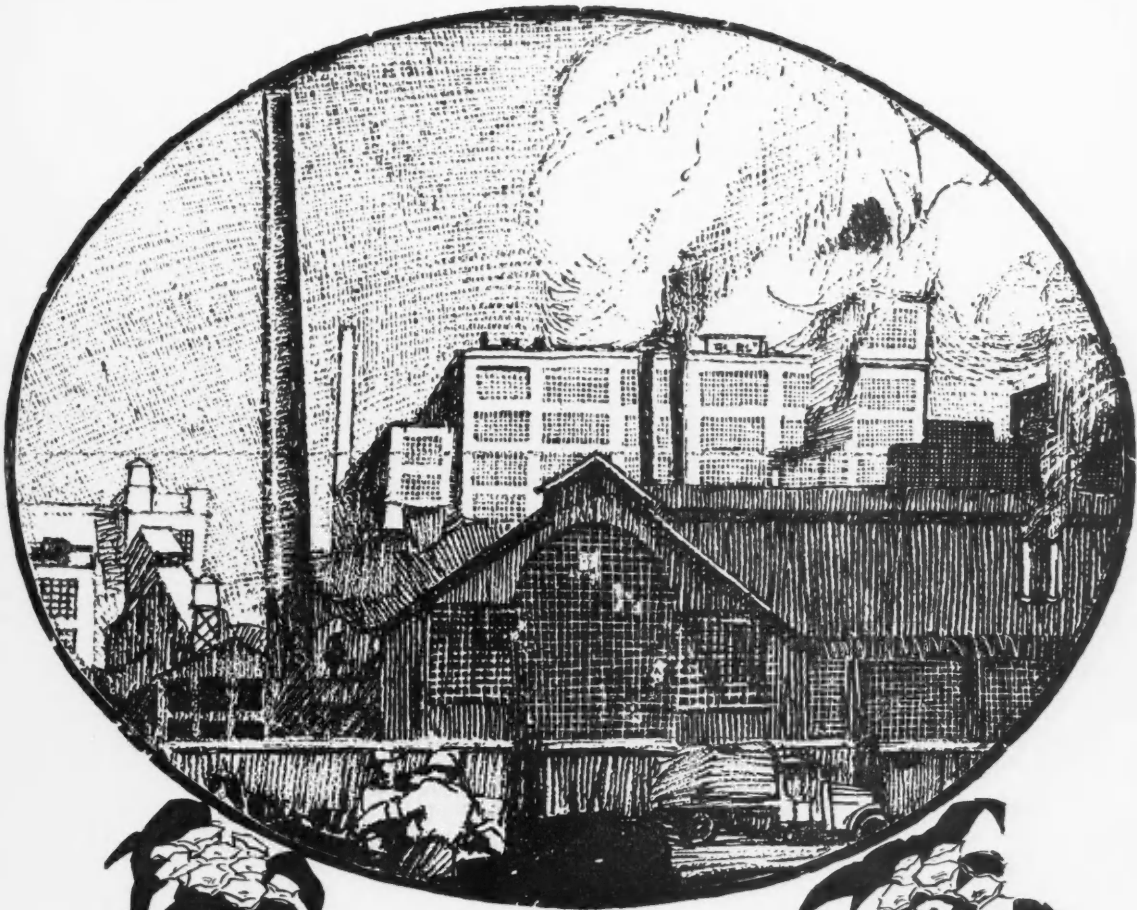


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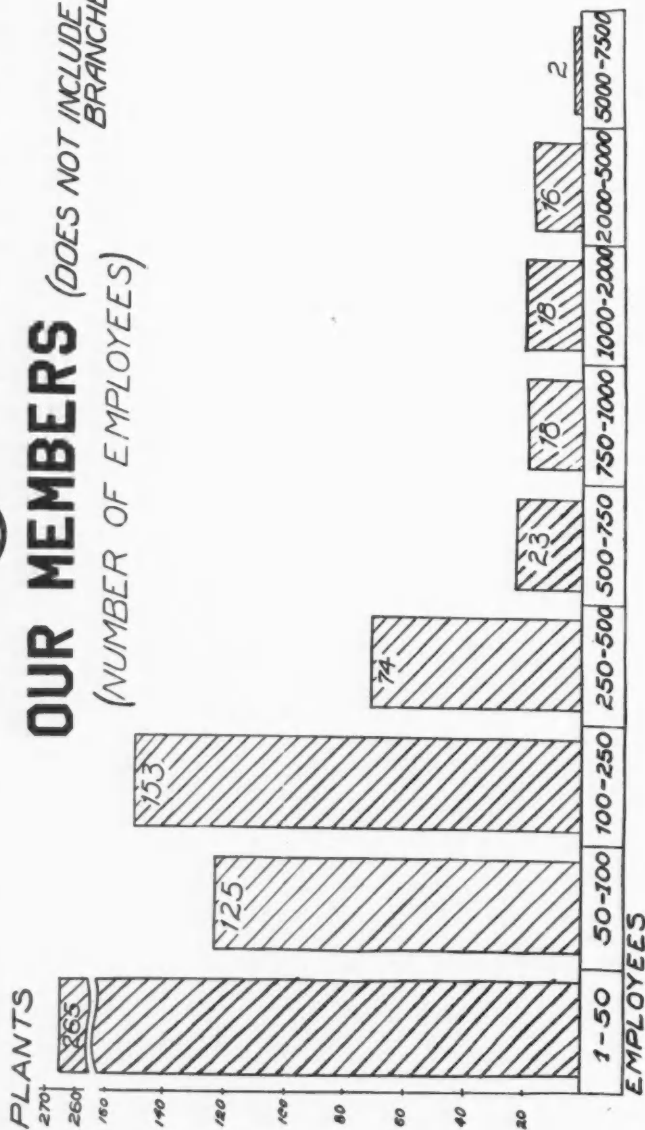
CONNECTICUT INDUSTRY

PUBLISHED BY

The Manufacturers Association of Connecticut, Inc.

1923

SIZE OF THE PLANTS WHICH MAKE UP OUR MEMBERS *(DOES NOT INCLUDE BRANCHES.)* *(NUMBER OF EMPLOYEES)*



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The Manufacturers Association of Connecticut, Inc.

VOL. I

AUGUST, 1923

No. 8

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LOOKING AHEAD

The problems that confront industry of today are many and are demanding more and more of the already over-taxed executive. Never, however, has there been a time in the history of Connecticut when its industrial future was so dependent upon the clear thoughts and wise decisions of the men who are controlling the destinies of its individual manufacturing plants, large and small.

What Connecticut shall be fifty or one hundred years from now is being written today, and we shall do well to give to our problems, whether they be railroad consolidation and the future of our transportation system or something in an entirely different field, no hasty judgment but rather a carefully and wisely-thought-out decision based on a knowledge of existing conditions.

Robert V. Hubbard

THE PLACE OF ADVERTISING IN MODERN MARKETING

By

PAUL T. CHERINGTON, *Former Secretary, National Association of Wool Manufacturers*

The market is the meeting place of the forces of production and consumption. Marketing and markets are concerned with the contact of buyers and sellers in a trading mood. If the law of supply and demand still stands as a sound economic principle, why do we always discuss the changes in supply but seldom give due attention to the nature of demand? It is because it is so difficult to discuss demand without seeming to be abstract and unreal. For over a century the conditions surrounding production have been undergoing a series of changes commonly referred to as the "industrial revolution." These changes have to do mainly with the *supply* side of the equation. Lately an increased amount of attention has been directed to the fact that the *demand* factor also has been changing both in form and in its relation to the equation as a whole, but progress in discussion of demand has been difficult and slow.

Any discussion of present day markets must start with the assumption that large scale production is the typical modern form of supply for most of what humanity "demands" (using this term in its economic sense of the ability and inclination of humanity to buy). The main advantage of the large-scale system of manufacture lies in the fact that it does produce both economically and swiftly, and therefore cheaply, articles which by hand labor could only be produced slowly and at much greater cost. But this advantage may not reach the consumer if there is undue waste or needless cost in getting the product into and through the market.

Government commissions and economists and others are now reminding us that in many instances half or more of the consumer's price is paid for the marketing of goods after they have been made by this method of mass, or factory production. The fact is that the costs of distribution are high. Undoubtedly the combined costs of factory production and large scale marketing is less than the cost of hand

production would be, but that is not the real point. Are distribution costs as low as they could be and should be? To this there is only one answer. In many cases they are not.

Public and scientific knowledge of the mechanism of merchandise distribution has spread rapidly in recent years. During the past three years no less than seven books have been published in this country dealing with "marketing," as a general subject, to say nothing of books on special phases of merchandise distribution. Moreover, department stores, chain stores, self-serving stores, branch houses and co-operative enterprises and several new types of wholesale house all are the products of the current effort to improve the machinery of distribution making it a fit complement to the large scale system of production. But in a large measure these efforts have been devoted to improving and facilitating supply, and have dealt only indirectly with demand.

What has been done or can be done about the demand factor in the equation? Demand implies both the ability and the inclination to buy. The ability to buy closely follows individual and social wealth, which are problems too complex to be entered into here. In passing, it may be said, however, that in the United States wealth is more widely distributed than ever before and that opportunities to get more than the "marginal" wage and to progress into substantial accumulation of wealth are in this country comparatively widespread. Hence the limits put on demand by ability to buy are less burdensome here than in many other countries. The American people's "standards of living" have been discussed at great length and are a just source of pride. The significant point for us is the fact that the ability of the market to consume seldom is the limiting factor on production or sale.

Willingness to consume is a different matter. We do not buy as a result of a majority vote.

We buy as a result of individual decision. These often are shaped largely by the opinions of others, they are restricted by what is made accessible to us, but finally and always they are our own individual decisions. No change of production, distribution or of living conditions has altered that fundamental fact. Under simple conditions of supply and demand, these choices are influenced by the personality of the seller bearing directly on the personality of the buyer and resulting in a "meeting of minds." Under the indirect conditions of large scale production and distribution, this direct contact between producer and consumer is difficult to achieve, and is apt to be costly. And yet the underlying nature of the task of selling makes the final act of purchase the result of just as rigidly individual a decision as it ever was, although it is subject to certain mob psychology influences.

One of the most important features of these direct contacts between producer and the consumer in process of decision to buy is the guarantee of integrity which such contacts make easy. The need for a guarantee of integrity is even greater under complex than under simpler conditions. In frontier days, one man bought a horse from another, each accepted the other as an expert in horse lore, each recognized the necessity for keeping his wits about him, and each accepted as a matter of course, the full measure of chagrin or loss due to a lapse of vigilance on his own part. But actual lying or dishonesty on either side became a mortal matter. By way of contrast, under present conditions, the producer knows all about his product, the consumer knows nothing, and the distributor knows as much as he cares to find out. Nor is it expected that consumers can become even passably expert buyers of more than a few of the articles they must constantly be purchasing. Hence, it is no idle platitude to say that more than ever before the consumer, in making his decision to purchase or not to purchase, is obliged to depend on contact with someone who knows. Under these circumstances, what can be more useful to him than honest statements of those facts about the goods which will help him to intelligent purchase?

And who can better supply these facts than he who knows them and is willing to assume responsibility for what he says?

This is the great service of advertising. It establishes for the consumer by a cheap, swift and effective method a contact with trustworthy sources of useful suggestion and real knowledge in countless purchases by the help of which those purchases can be made with assurance. The decision to purchase is his alone; without the decision there is no willingness to buy. There can be no disputing the assertion that it is a real economic gain for the consumer in making those decisions which together comprise "demand" to be able to get suggestions and knowledge from those who know the truth about the goods to be bought, and whose whole success as producers or distributors depends on their telling the truth about them.

Advertising looked at in this way is seen to be a device for saving effort and cost in establishing contacts valuable for the consumer. These contacts not only stimulate his desires to purchase according to his ability, but direct him in forming those decisions about his purchases which make up "demand." The main task of advertising is to help restore the balance between supply and demand, and at the same time to make demand more intelligent.

SILVER BAY CONFERENCE

Attention of members is directed to the Week-End Industrial Conference to be held at Silver Bay, N. Y., August 30 to September 2, under the auspices of the Industrial Department of the Y. M. C. A. A pamphlet outlining the program, transportation facilities, and hotel accommodations will be mailed on request of this office.

LOCAL TAXATION OF MANUFACTURING PROPERTY

By

GUY P. MILLER, *Chairman Committee on Finance and Taxation*

Federal taxation has been the principal theme of writers on taxation matters and has taken up many columns in the press, to say nothing of space occupied by this subject in the Congressional Record. Municipal taxation, on the other hand, has been given comparatively little attention and study, although the municipal tax bill has been growing with the Federal and, combined with state and county taxes, amounts to nearly four billion dollars, or nearly as much as the cost of maintaining the Federal government.

Prior to the war the local taxpayer made the best bargain possible with the assessor and usually took advantage of his ignorance whenever possible. Some classes of taxpayers were favored by common consent over others for political reasons or as a matter of policy, and equity between various classes of taxpayers and between individual taxpayers in the same class was extremely rare. The manufacturing group in certain localities endeavored to adjust the inequities in their own class by a group or collective bargaining plan which was based upon the group accepting a certain percentage of the total assessment or Grand List and distributing it by means of an appraisal to their group members without furnishing actual valuations to the assessors. This plan at first usually worked fairly well ironing out to some extent the inequalities between the group members, but in the long run it turned out badly as it was too tempting to the political authorities to increase the group assessment out of proportion to the total increase of all assessments. The plan, therefore, is being abandoned in the communities where it started and a more scientific and fair method to all interests is being sought.

Connecticut, like many other states, bases local taxation of real and personal property, on its "fair market value," but strange to say, very little study has been given by anyone to arrive at

the meaning and interpretation of this as applied to manufacturing property. It may be astonishing but it is a fact that except in cases where actual sales have been made, within a short time before the assessment date, neither the assessor nor the manufacturer knows or is able to determine even approximately the *legal taxable value* of the property. Clumsy methods of arriving at the taxable value have in the past been applied by the assessor and accepted by the taxpayer or compromised. Replacement costs or book values have been made the basis of assessment, ignoring the fact that the former left out of consideration many items affecting market value such as obsolescence, purposes for which the property could be used, etc., while the latter at all times is extremely inequitable on account of the many varieties of bookkeeping employed. Prior to the war these hodge-podge methods were serious enough but now they demand the most careful consideration. The cost of local taxation to the manufacturer has increased enormously and in many cases the amount paid for local taxes exceeds the profits distributed to shareholders.

Municipalities can borrow cheaply through the issue of tax exempt securities and this has led to great extravagance. State and municipal borrowing in the three years 1920-1922 increased 184% over the years 1911-1913, whereas corporate borrowing increased but 17.7%. This emphasizes the importance of a fairer distribution of the burden between classes such as the manufacturers, merchants and homeowners. It has been found easier to raise assessments than rates and a popular political trick is to reduce the rate a mill or so and increase assessments more than enough to make up the difference. The last biennial report of the Tax Commissioner of Connecticut explained the results of an investigation of tax methods in various towns in the state, showing that 38

towns actually assessed property between 30% and 50%, 89 towns between 50% and 70%, 32 towns between 70% and 80% and 10 towns over 80%, whereas most of them officially reported they were using 100% as a basis.

The investigation was of residential property of comparatively small value and the average percentage figure as shown by the investigation was 60.18% of values at which property actually sold while the average percentage of assessment of land and buildings as shown by town officers was over 90%.

This investigation raises the question of comparison between this class of taxpayers and the manufacturer. The house-owner practically escapes taxation on personal property whereas the manufacturer in this state pays nearly as great taxes on personal as on real property. The manufacturer's property not having as ready a market is more often sold at a sacrifice. Recent sales of manufacturing property in one of the largest cities of the state proved that it was over-assessed and the purchaser has been able to have the assessment reduced, based on the purchase price. In this same city assessments of manufacturing property have increased 251% in the past ten years and those of all other property 126%.

There is a tendency on the part of assessing officials to increase the burden of manufacturers disproportionately as indicated, notwithstanding the fact that the prosperity of the three groups in many circumstances depends upon the success of the manufacturer who is obliged to compete in the markets of the world whereas the competition of the other groups is largely local.

I was recently told of an assessor who defended the practice of a 75% as the basis for assessment on the ground that it was impossible to determine what was 100% of valuation. This is somewhat on a par with the action of the old maid school teacher who took depreciation on her Federal income tax return and when asked for her grounds for such a claim, replied, "an old maid one year older."

ASSOCIATION ITEMS

R. L. FRENCH RESIGNS

It is with the greatest regret that the Association is compelled to announce the resignation of R. L. French from the chairmanship of its Traffic Committee. Mr. French, who for 26 years has been traffic manager of the Columbia Graphophone Manufacturing company of Bridgeport, is severing his connection with that firm to enter the insurance business and is accordingly resigning as president of the New England Traffic League and as chairman of the Traffic Committee of the Manufacturers Association of Connecticut.

Mr. French has admirably directed the work of the Traffic Committee for nearly two years, and with the assistance of his very able committee has rendered a service to the Association and to its individual members the value of which could scarcely be computed.

His many friends in traffic work will echo the Association's expressions of regret at Mr. French's leaving and will unite with the Association in extending to him best wishes for an insurance career, tempered by a hope that he will some day return to his first love — traffic.

PUBLICATION OF INTEREST

The July number of "The Annals" published by the American Academy of Political & Social Science, Philadelphia, is devoted to a series of most interesting articles on "America's Relation to the European Situation" by men well known in national and international affairs. Copies may be purchased direct from the publishers.

NEW MEMBERS

Since the publication of the July number of "Connecticut Industry" the following firms have become members of the Association: the Plainville Electro Plating company, Plainville; the Holmes Special Tool company, New Haven; the Diamond Tool & Dye Works, Hartford; the St. George Paper company, Norwalk, and the Frank E. Wolcott Manufacturing company, Hartford.

TRANSPORTATION

HEARING ON CONSOLIDATION OF RAILROADS

Pursuant to the request of the Governors of New England, to whom the Joint New England Committee on Railroad Consolidation has made its report, the hearings before the Interstate Commerce Commission covering the New England situation will be held in Boston, starting September 24, rather than in July, as had been originally planned. This delay was requested in order that sufficient time might be given those interested to fully digest the report of the committee, a copy of which has been sent to all members of this Association.

The final hearing covering all sections of the United States will be held by the Interstate Commerce Commission in Washington shortly following the close of the New England hearings.

CONDITION OF ROADS IN CONNECTICUT

The State Highway Department issues the following statement covering the condition of some of the Connecticut roads undergoing new construction or repairs as of July 18:

- Bethany-Naugatuck: One and one-half mile completed. Through traffic to New Haven go via Seymour.
- Naugatuck: Main Street. One half completed. Traffic one way.
- Guilford-Branford: Very rough. One way traffic where concrete being placed.
- Norwalk: Armory hill, one half concrete completed, one way. One-half of road completed.
- Westport: Shore road. One way completed. Detour around concrete.
- Guilford: Guilford bridge, detour provided around bridge.
- Hamden: State Street. Concrete started. Traffic using one-half of the road.
- Westport: Post road, first section complete. Second section, one way traffic, around steam shovel only.
- Stratford: Stratford Avenue, concrete being started. Traffic on one-half of the road.
- Thomaston: Thomaston - Waterbury road. Open to traffic. One way traffic. Thru traffic

go via Watertown.

Torrington-Litchfield: Open to traffic. One way traffic. Thru traffic go via Goshen.

Winchester: So. Main Street, Winsted. Open to traffic. No detours. Concrete not started, one way traffic, when being laid.

Kent: From New Milford to Kent Village, five miles, grading and concrete work under construction, traffic controlled by telephone during working hours.

Woodbury: Southbury road, steam shovel grading started. No detours.

Willimantic: Franklin road, concrete completed. Traffic regulated by telephone.

Groton Center: Groton road, grading being done. Road passable.

Waterford: Willetts Ave. Open to traffic except when asphalt being applied.

Groton: Baptist hill, Mystic, road closed from Baptist Church to foot of hill, detour posted.

New Britain-Plainville: Concrete being laid, open to traffic. Thru traffic from Hartford to Plainville should avoid this road, go via Farmington.

Plainville-Southington: Sheet asphalt, one half at a time. Open to traffic.

East Haddam: Town Street, steam shovel at work. Road rough, and should be avoided if possible.

East Hartford-Manchester: Silver Lane under construction, open to traffic. Thru traffic should use main road.

Coventry: Willimantic road, under construction, good detour on parallel road.

Glastonbury: Main road from East Hartford to Glastonbury, concrete being laid. Fair detour.

INSTRUCTIONS FOR BOX STRAPPING

Circular No. 14 of the Freight Claim Division of the American Railway Association contains information of value to all shippers on the subject of proper box-strapping. Copies have been supplied this office thru the courtesy of the Freight Claim Prevention Bureau of the New York, New Haven & Hartford Railroad and may be had on request.

INDUSTRIAL RELATIONS

JULY MEETING OF CONNECTICUT INDUSTRIAL COUNCIL

A meeting of the Council, which is an informal organization made up of the presidents, managers and secretaries of local, county and state-wide industrial associations, was held in Hartford on July 5. Among the subjects which were discussed from the viewpoint of the various localities represented were the following:

- Industrial activity in Connecticut.
- Open shop publicity.
- The building trades industry.
- Co-operation with tobacco growers during factory vacation period.
- Decisions of U. S. supreme court concerning labor.
- Report of the U. S. Coal Commission.
- Strikes in Connecticut manufacturing plants.
- Activities of Amalgamated metal workers.
- Solicitors and their projects.
- The Y. M. C. A. Silver Bay conference.
- Immigrant education.
- The U. S. Bureau of Standards.
- North American Civic League for Immigrants.
- Industrial moving picture distributing service.
- National legislation — soldiers' bonus, taxation, immigration.
- Citizens Military Training Camp.
- Proceedings of National Industrial Council meetings.

NEW ASSOCIATIONS ORGANIZED

The Association takes pleasure in announcing the organization of "The Tolland County District Manufacturers Association," comprising woolen and worsted manufacturers located in that district and "The Westport Manufacturers Association," an organization of manufacturing concerns located in that section. These new associations were created as a result of get-together meetings held on June 26 and on July 13, under the auspices of the State Association.

The following were elected members of the executive committee of The Tolland County District Manufacturers Association: chairman, William Park, Riverside Woolen Mills; secretary, John Cameron, Hockanum Mills Co.; C. Denison Talcott, Talcott Bros.; Harry C. Brook, Broadbrook Co.; D. D. Mitchell, Cyril Johnson Woolen Co.; E. P. Barber, James J. Regan Co., and Charles Bottomly, Hockanum Mills Co.

The following constitute the executive committee of The Westport Manufacturers Association: chairman, J. Charles Sniffen, Lees Mfg. Co.; secretary, John A. Kimber, Chas. H. Kemper, Inc.; William H. Post, Westport Paper Co.; K. A. Dolge, C. B. Dolge Co., and R. W. Raymond, Raymond Mfg. Co.

CHANGES IN THE COST OF LIVING BETWEEN JULY, 1914 AND MAY, 1923

The cost of living in the United States on May 15, 1923 was 60.3% higher than in July, 1914, according to figures collected monthly by the National Industrial Conference Board. Between April 15 and May 15, 1923, there was an increase of 1.2 points or eight tenths of one per cent. Coal prices declined while rents and the cost of clothing advanced within the month. Food prices remained unchanged. Between July, 1920, when the peak of the rise in the cost of living since 1914 was reached, and May, 1923, the cost of living dropped 44.2 points or 21.6%.

Item	Relative importance in family budget	Percentage of increase in the cost of living above average prices in July, 1914, to —			Percentage of decrease in the cost of living on May 15, 1923 from average prices in	
		July, 1920	April, 1923	May, 1923	July, 1920	April, 1923
Food*	43.1	119	43	43	34.7	No change
Shelter	17.7	58	70	72	8.9**	1.0**
Clothing	13.2	166	67	74	34.6	3.7**
Fuel and Light	5.6	66	80	78	7.2**	1.1
(Fuel)	(3.7)	(92)	(97)	(94)	(1.0)**	(1.5)
(Light)	(1.9)	(15)	(46)	(46)	(27.0)**	(No change)
Sundries	20.4	85	73	73	6.4	No change
Weighted average of all items	100.0	104.5	59.1	60.3	21.6	0.8**

* Food price changes are from the U. S. Bureau of Labor Statistics. ** Increase.

On the basis of the cost of living figures above, the purchasing power of the wage earner's 1914 dollar in May, 1923, was 62.4 cents.

AGRICULTURE

STATE BOARD OF AGRICULTURE PUBLICATION

The State Board of Agriculture has just issued a pamphlet entitled "Connecticut, the State of Diversified Agriculture," which is well worth the attention of all citizens of this state.

The first section contains a series of short articles by men representing various statewide activities, including Rev. Sherrod Soule for the Connecticut Chamber of Commerce; E. Kent Hubbard on the "Co-ordination of Agriculture and Industry"; Charles J. Bennett on "Highways"; Robert T. Hurley on the "Connecticut State Police"; A. M. Turner on "State Parks and Forests"; A. B. Meredith on "Schools"; and Charles L. Beach and E. H. Jenkins on the "Connecticut Agricultural College" and the "Connecticut Agricultural Experiment Station at New Haven." Articles on agricultural products and a crop summary follow these, and the last part of the volume is devoted to county statistics and information about farms which are for sale.

L. M. P. Hickey, writing on the subject of tobacco raising says: "The method of marketing tobacco in the Connecticut valley underwent a radical change during the 1922 season with the formation of the Connecticut Valley Tobacco Association. Hitherto the individual grower not only raised, but also sold his own crop to the buyer. With the advent of the Tobacco Association, the crop is marketed collectively.

"The new tobacco pool has a membership of 2400 growers in Connecticut, comprising over 90% of the acreage of outdoor tobacco in the state, and has a total of 3400 members with an acreage of 24,000 in New England. After the tobacco is raised and cured on the farm, it is delivered to the association for assorting, packing, sweating and selling. Over one hundred warehouses have been used by the association to process the tobacco of its members. Shortly after delivery of the crop to an association warehouse, the tobacco is classified and a first payment is made to the grower. After the sale of the tobacco, the entire net proceeds are

turned over by the association to the member. From the present outlook, the new tobacco pool will result in greatly improving the type of tobacco in the valley and also stabilize the market, both in the interests of the grower and the public."

CONNECTICUT TOBACCO PRODUCTION HIGH

The 1922 year book of the U. S. Department of Agriculture, recently published, contains interesting figures concerning the production of tobacco in this country. Two million acres of tobacco are grown in America and while this represents only one-half of one per cent. of the acreage devoted to all crops, it is valued at half a billion dollars. The internal revenue from tobacco alone amounts to about \$300,000,000 annually.

Kentucky produces one-third, and Kentucky, North Carolina and Virginia together produce two-thirds of the total.

The last year for which complete figures are available is 1919, and in that year Lancaster County, Pennsylvania, stood first in the value of the crop, and Hartford County, Connecticut, stood second.

In that year tobacco was grown on 450,000 farms and 10,291 tobacco manufacturing plants were in operation, employing 183,000 persons.

THE FARMER AND THE RAILROAD

F. L. Chapman, editor of "Better Farming," writing on the above subject, says:

"The question before us is not 'shall we save a few dollars on freight?' but 'shall the railroad business remain a business or shall it be a government agency owned in common but run by political employees?' If it is to remain a business it will have to be run as a business and run to pay at least six per cent. for its owners. If it is to be communized, that is owned in common, I am just warning you that the communists will not wish to stop there. They will some day covet our farms.

"They can't have mine!"

FOREIGN TRADE

The Association will gladly supply information on all phases of exporting and importing to those members requesting it. Members who so desire may be placed upon our lists to secure all changes having to do with the regulations of specific countries in which they are interested.

SIERRA LEONE PARCEL POST REQUIRES CERTIFICATE OF VALUE

Certificates of current value in the currency of Sierra Leone, certified by a British consul, must accompany all parcel post packages containing merchandise subject to ad valorem duty and imported into that country for commercial exchange, or sale.

CHANGES IN ARGENTINE EXPORT DUTIES

The Department of Commerce advises that certain changes have been made in the Argentine export duty including among others, increased rates on unwashed wool. Figured in gold pesos per metric ton, the changes are as follows: from Entre Rios and Corrientes, old rate 7.80, new 8.35; from Buenos Aires, Santa Cruz, Tierra del Fuego, 6.02, and 6.44; from Mendoza, San Luis and other points, 3.62 and 3.68.

CONSULAR INVOICES FOR PARCEL POST TO PERU

By a recent decree of the Ministry of Hacienda, parcel post packages to Peru not accompanied by consular invoices are subjected to a fine of 25% ad valorem. The consular fee for certification is 2% ad valorem.

ANNUAL REPORT OF THE DYE AND SYNTHETIC ORGANIC CHEMICAL INDUSTRY

The annual Census of Dyes and Other Synthetic Organic Chemicals for 1922 has recently been sent to press by the Tariff Commission and will be ready for distribution in about one month. The report shows a remarkable increase in the domestic dye and organic chemical industries and develops that many products were produced in this country for the first time. Together with the large increase in the quantity of production there came a conspicuous reduction in prices.

POSSIBLE EMBARGO ON EXPORTATION OF PULP WOOD FROM CANADA

A bill providing that the Governor in Council may, by regulation, prohibit the exportation of pulp wood from Canada, passed the House of

Commons June 26, the Senate on June 27 and was assented to by the Governor General on June 30.

While this Act does not immediately make effective the prohibition on export of pulp wood, nevertheless the situation is considered to be a serious one in this country and reports from Washington indicate that the State Department has pointed out to the Canadian government the serious embarrassment which an enforcement of the prohibition would bring upon American citizens.

As the matter now stands the Governor General may, at any time he so desires, and without further legislative action, prohibit exportation of pulp wood. Should this be done, it is believed it would necessitate the cutting of an additional million cords of wood from our pulp wood forests.

A number of leading paper manufacturers met in New York on July 12 to discuss the situation and its possible effect upon the paper industries of this country. As a result they organized a "committee for the perpetuation of the paper industry in the United States."

OUR COMMERCIAL AGREEMENT WITH SPAIN

Certain members of the Association who are exporting to Spain have been somewhat concerned over advices they have received from their representatives there over the termination of the present commercial agreement between Spain and the United States.

The agreement now in force, in which the United States receives most-favored-nation treatment terminates on November 5 of this year. Both the State Department and the Department of Commerce are keeping the matter to the fore and will spare no effort to see that American interests are safeguarded. A draft of a proposed new treaty has been prepared by the State Department and forwarded to the American Ambassador at Madrid for negotiation with the Spanish government. A special

representative from the State Department has also been sent to Madrid to co-operate with the Ambassador and Commercial Attaché in bringing about negotiations favorable to the interests of American shippers.

CHANGE IN SPANISH DUTIES

The attention of members is called to the conversion by the Spanish Government of ad valorem duties on certain products to specific duties. These changes became provisionally effective July 1 and affect a large list of such products as are made in Connecticut, including among other articles internal combustion engines, screw stocks, agricultural machinery, electric installations and commutators, motorcycles and automobiles, musical instruments, and wooden houses complete.

To those members interested in Spanish regulations a complete schedule will be sent on request, together with any other additional information required.

CHANGES IN EXPORT BILL OF LADING

The following addition and changes in the Export Bill of Lading form have been approved by the Interstate Commerce Commission and ordered published by the carriers to become effective August 1, 1923. The date as originally set was for July 20, but postponement was allowed as the carriers were unable to make the changes in time to meet the earlier date:

"1. To include in the heading of the form of uniform through export bill of lading heretofore prescribed by us the following:

"Bill of Lading Signature Certificate No. Through Bill of Lading issued in conformity with understanding* with the Liverpool Cotton Bills of Lading Conference (1907) Committee and the American Bankers Association.

"*The word 'agreement' may be substituted for the word 'understanding.'

"2. To include in said form of bill of lading in the tabular part below the blank space provided for 'Car Numbers,' the following:

"Received \$. to apply in prepayment of the charges on the property described herein.

.....
Agent
By.....

(The signature here only acknowledges the amount prepaid.)

"3. To print the form of through export bill of lading hereto prescribed by us or as hereby allowed to be modified, on both sides of the paper, consecutively, in part on one side of the paper and the remainder on the other side, without change in the order of arrangement heretofore prescribed by us."

IMMIGRANTS TOOLS OF TRADE ADMITTED FREE

By a decision of the Customs' Division of the Treasury Department, an immigrant's tools of trade, books and other articles necessary to his occupation may be entered into the United States, whether brought with him or entered later.

INTERNAL REVENUE IN PHILIPPINES AFFECTS FOREIGN TRADE

By a recent act of the Philippine Legislature, which is now effective, an additional tax of one-half of one per cent. has been imposed on all domestic and export sales of merchandise.

TURIN EXHIBITION

Any firms which may be interested in exhibiting their products at the Patents and Industrial Improvements Exhibition to be held in Turin, Italy, in September of this year, may secure full information from the Department of Commerce, Division of Foreign Tariffs. The products of concerns registered at the exhibition will be relieved of all import duties and temporary protection will be granted on patents, trade-marks, etc.

AUSTRALIAN BOUNTIES

The Australian Iron and Steel Bounty Act of 1922 authorizes the Australian Governor General to pay bounties on galvanized sheets, fence wire, wire netting, and traction engines made in Australia and delivered after September, 1922. The U. S. Treasury Department is authorized to assess an additional duty on foreign products on which a bounty has been declared and the Customs Division is accordingly assessing such additional duty on the articles above named but suspending liquidation of the entries until a definite decision is arrived at covering this case.

NEWS OF THE TRADES

NORMA COMPANY OF AMERICA TO BUILD AT GLENBROOK

18 acres of land at Glenbrook, on which they contemplate erecting a new factory, have been purchased by the Norma company of America, manufacturers of ball bearings, now operating in New Jersey.

NEW OFFICERS OF AMERICAN THERMOS BOTTLE COMPANY

At a recent meeting of the directors of the American Thermos Bottle Company of Norwich, the following officers were elected: president, O. A. Glazebrook, Jr., New York; vice-president, Felix Hughes, New York; secretary and general counsel, E. L. Garey, Chicago; treasurer, R. MacCorquodale, Norwich, assistant secretary and treasurer, W. S. Hood.

H. E. HASTY RETURNS TO CONNECTICUT

H. E. Hasty, formerly president of the Robertson Paper company of Montville and for some time past assistant treasurer of the Robert Gair company with headquarters in New York has returned to Connecticut as resident manager of the New London plant of the latter concern.

J. AND J. CASH, INCORPORATED, GIVE BONUS

J. and J. Cash, Inc., of South Norwalk have recently presented all their employes in South Norwalk, Los Angeles and Brantford, Ontario with certificates of company stock in lots of one or more, according to the amount of wages received by the employe.

CUTAWAY HARROW COMPANY SOLD

The Cutaway Harrow company of Higganum has recently been sold to Elmer S. Hubbard, former president. The sale was made by the receiver for Bateman and Companies, Incorporated of Grenloch, New Jersey with which firm the Cutaway Harrow company consolidated in 1920. The officers under the new management are announced to be as follows: Elmer S. Hubbard, president; E. R. Austin, vice-president, and A. H. Hubbard, secretary and treasurer.

NEW INCORPORATIONS

Among firms newly incorporated in Connecticut are the following: The Horne Buckle Manufacturing company, Inc., of Bridgeport; Richards Manufacturing company of New Haven; The Metallic Process Corporation, Inc., of Shelton; Gemore and Shaffer, Inc., of Norwalk, manufacturers of textiles.

R. WALLACE AND SONS ISSUE BOOKLET

A folder commemorating the Leviathan's first sailing under the United States flag has been issued by the R. Wallace and Sons Manufacturing company of Wallingford who furnished the entire silver service for the vessel, consisting of 60,000 pieces.

FELT SLIPPER FACTORY RE-OPENS

The factory in Bethel formerly known as the Phillips slipper factory, which has been closed for several months, has been re-opened under the name of the Bethel Felt Slipper company.

HARTFORD GETS NEW INDUSTRY

The Hartford Silk Hosiery company, a new concern which recently moved into the building formerly occupied by the Reising Arms company, is expected to start operations about September 1.

ADDITION TO PLANTSVILLE FACTORY

The Walker-Stuart Foundry company of Plantsville is to add to its present plant, according to an announcement recently made.

CONCERN MOVES TO CHESTER

The Bishop and Watrous Novelty company of Southington, manufacturers of manicure sets, have moved to a new plant which they have erected in Chester on property which they have owned for some time.

YALE AND TOWNE BUYS KROEGER PROPERTY

The Yale and Towne Manufacturing company of Stamford have purchased the property formerly occupied by the Kroeger Piano company which closely adjoins the factory occupied by the former concern.

EMPLOYMENT SERVICE

WHERE EMPLOYER AND EMPLOYEE MEET

This department is open to all members without charge. All copy must be in the hands of the editor by the tenth day of the month preceding publication.

PLANT EXECUTIVE — Age 33. Married. Graduate of Stevens as mechanical engineer; two years' experience with manufacturer of motor trucks; six years with concern manufacturing motor and other large lawn mowers, the latter part of the time as works manager, vice-president and consulting engineer; two years with Ordnance department of U. S. Army; at present general manager of concern making piano parts. Wishes to change in order to locate in or near larger city with good educational facilities. Address P. W. 68.

DRAFTSMAN — Age 21. Unmarried. Graduate course mechanical engineering at Pratt Institute. One year's experience with hardware concern. Wishes position which will lead to sales engineering. Address P. W. 69.

SALES AND PURCHASING AGENT — Age 32. Graduate of Trinity. Business college course. Four years' experience in purchasing for Connecticut metal manufacturing plant and two years' selling automobile accessories in New England. Address P. W. 70.

SALES MANAGER — Age 35. Married. Educated in English college of commerce and languages. Chief of small tools and machine tool department of National Gas Engine Co., Paris, for one and one-half years. Two years as sales manager of foreign office of Ford Motor Co. and has had experience with other concerns abroad. Speaks and writes French fluently. Address P. W. 71.

ENGINEER — Age 24. Unmarried. Graduate School of Engineering, University of Maryland as electrical engineer. Experience as inspector for storage battery concern. General experience and estimating with electric construction company. Member American Institute of Electrical Engineering. Prefers position which offers opportunity for experimental work. Address P. W. 72.

SALES EXECUTIVE — Age 34. University graduate. Scientific training and sales and executive experience combined with legal training. Is at present eastern manager for western concern and wishes to effect connection in the east. Address P. W. 73.

ELECTRICAL SUPERVISOR — Married. Two years' university course in electrical engineering; two years' experience as power plant engineer; two years on electrical engineering in canal zone; six years as electrical engineer in shipbuilding industry. Address P. W. 74.

OFFICE EXECUTIVE Experienced in book-keeping, salesmanship and purchasing work and in other departments of office work. Prefers to locate in New Haven or in Naugatuck Valley section. Address P. W. 75.

ENGINEER — American. Age 31. Married. Experienced as production engineer with Connecticut firm during the war; in factory inspection for fire insurance companies throughout New England and in general engineering. Address P. W. 61.

CONSTRUCTION ENGINEER — Age 42. Married. Graduate Wilbraham Academy and Worcester Polytechnic Institute. Fifteen years' experience with a Connecticut concern in the works engineers' division; and for the past five years held the position of assistant works engineer. Experience in building construction, power, lighting, heating, transportation of materials, particularly conveying equipment; fire protection, fuel oil, air conditioning, blower, exhaust, and power transmission systems; also had charge of drafting room, with experience in making machinery layouts for new plants, and relocating equipment in old buildings. Address P. W. 65.

SALES EXCHANGE

In this department members may list for sale any new or used equipment or supplies. All copy must be in the hands of the editor by the tenth day of the month preceding publication.

FOR SALE

Approximately 2000 lbs. of 3-3/16 x .040 18% nickel silver.
Address S. E. 58.

- 2 — Birmingham rubber mills 16" x 40".
 - 1 — 75 H. P. Westinghouse motor.
 - 2 — #2 Housatonic tubing machines.
 - 1 — #1 Royle tubing machine, perfected type.
- Address S. E. 59.

- 250 — Hart & Cooley steel lockers.
 - 1 — #1 Foster hand screw machine.
 - 1 — 3/8 Cleveland auto turret screw machine.
 - 2 — #2 Southworth hand screw machines.
 - 2 — 6 slide Farrell Foundry auto power presses.
 - 1 — Modern Equipment company oven, 110 volts, 45 amps.
- Address S. E. 60.

- 1 — Signature machine which signs five checks at one time. In excellent condition.
- Address S. E. 61.

Approximately 1500 galvanized steel brick pallets, style #12-13 gauge, 10" x 34", with 3/8" air space. Absolutely new.
Address S. E. 49.

- 1 — General Electric induction motor No. 119002-3, type K.T. 343-6-50-1200 form B, 3 phase, cycle 60, volts 220 ampere 120, speed full load 1160, H. P. 50 continuous 40°C — 25% overload 2 hrs. 550 c.
 - 1 — General Electric compensator, C.R. 1034, type N.R., 1629 form H. 3 P.I., primary volts 220, secondary volts 88.118 for ind. motor type 1, form K, 50 H. P. cycle 60, 3 phase.
 - 1 — General Electric D.C. current motor No. 474649, shunt wound, type R.C. 14, form A, volts 230 continuous, H. P. 50, ampere 182, speed 1050.
 - 1 — Allen-Bradley motor starter, ampere 118, volts 220, H. P. 50, type L. 06, No. 19503, Milwaukee, Wis.
 - 1 — Curtis over-brace pillar jib crane, 2 ton capacity, distance floor to under side of jib 15 ft., effective radius 23 ft. with geared trolley and welded type base.
- Address S. E. 54.
- 1 — No. 33 New Britain automatic chucking machine, serial No. 4787 fully equipped with chuck and tools, high speed index and recessing attachment. Good condition and especially adapted to threading of radiator caps.
- Address S. E. 56.

- 1 — 25 H. P. horizontal tubular boiler — 48x96 — made by Beach. In very good condition.
- Address S. E. 47.

- 1 — Kellar die cutting machine.
 - 1 — Keane gas steam boiler.
- Quantity of sheet brass.
Address S. E. 45.

- 1 — General Electric induction motor No. 591826, type — 6 — 25A — 2500 form K, cycles 60, H. P. 25 amperes 25, volt 550, speed no load 1200, speed full load 1150; without starter, price \$150.
- Address S. E. 50.

- 1 — Fig. 1 Shore pyroscope made by the Shore Instrument Manufacturing company of Jamaica N. Y. Absolutely new.
- Address S. E. 51.

- 1 — Storage tank, 6000 gal. capacity, horizontal type, 73" dia. x 28 ft. center to center of head, constructed with a continuous bottom plate 3/8" thick, upper shell in 5 courses 3/16", heads 3/8", condition good.
- Address S. E. 52.

WANTED TO BUY

- 1 — Rubber mixing mill 20" x 22" x 60".
- Address S. E. 42.

- 1 — 6 poppet drop with lift.
 - 2 — 15" x 36" rubber mill with or without motor.
 - 1 1/2 to 5' vulcanizer.
 - 1 — 20" x 20" hand press.
- Address S. E. 46.

- 1 — Horizontal locomotive type steam boiler for heating plant.
- Address S. E. 55.

- 1 — Split pulley, 88" x 42" x 6" bore, double arm, iron or Carey wood rim.
- Address S. E. 57.

